

Message Text

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PAGE 01 KUWAIT 01009 011219Z

42

ACTION NEA-10

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E.O. 11652: N/A

TAGS: BEXP, KU

SUBJ: APPROVED FY 77 BIC/CAGNE TRADE PROMOTION SCHEDULE

REF: STATE 15578

1. RE RECOMMENDED STATED OF SEMINAR AND TRADE MISSION, EMBASSY HAS NO TROUBLE AT PRESENT TIME WITH ANY DATE DURING MONTHS OF JANUARY OR MAY. ONLY LOCAL HOLIDAY THAT WILL COME UP DURING EITHER MONTH WILL BE ISLAMIC NEW YEAR. EXACT DATE AT PRESENT UNCERTAIN (SINCE TIMING BASED ON LUNAR MONTH), BUT IT SHOULD FALL AROUND JANUARY 3.

2. RE SUBJECTS OF SEMINAR AND TRADE MISSION, EMBASSY BELIEVES THAT BOTH ARE TIMELY FOR KUWAIT. BOTH THE GOK (MINISTRIES OF ELECTRICITY AND WATER, COMMUNICATIONS, EDUCATION) AND SEVERAL PRIVATE COMPANIES ARE PLANNING TO SET UP COMPUTER SYSTEMS. AS FOR PETROCHEMICAL EQUIPMENT, MAJOR PETROCHEMICAL AND OTHER PETROLEUM RELATED PROJECTS SHOULD BE IN OR NEAR CONSTRUCTION-EQUIPMENT PURCHASE STAGE BY MAY 1977, AND INTEREST AND PLANS IN REGARDS TO SMALLER SCALE PETROCHEMICAL VENTURES SHOULD BE WELL DEVELOPED.

3. EMBASSY WOULD LIKE TO OFFER ON CAVEAT: IT IS BECOMING A TYPICAL PRACTICE ON LARGE PETROCHEMICAL PROJECTS THAT EQUIPMENT PURCHASES ARE NOT MADE IN KUWAIT THROUGH LOCAL AGENTS BUT IN THE HOME OFFICE OF PRIME CONTRACTOR, IN CONJUNCTION WITH MANAGEMENT CONSULTANT OR MAJOR KUWAITI FIRM INVOLVED SUCH AS PETROCHEMICAL INDUSTRIES COMPANY. FOR THIS REASON, WE SUSPECT

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THAT TRADE MISSION WOULD BE TAKEN UP WITH INFORMATION GATHER-

ING AND FAMIARIZATION, RATHER THAN ACTUAL SALES.

MAU

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NNN

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